

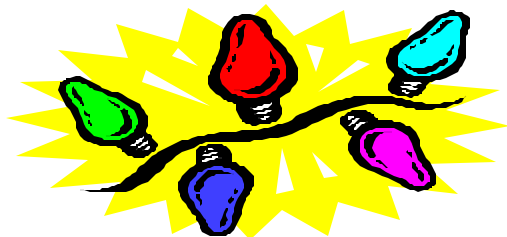


The Main Course

Newsletter of DSCP's Food Service Office

December 2003, Edition #22

Notes From the Editor:



Well it's the holiday season again! One of our greatest joys is bringing you everything you need to serve the perfect holiday meal, no matter where you may be. This edition sees us all smack in the middle of the holiday preparations. Accept this as our way of saying merry Christmas, happy Chanukah, and happy Thanksgiving to all of you. We're grateful to call you our customers.

Maryann DiMeo



Upcoming Events

DSCP Worldwide Customer Conference and Food Show 2003 Retrospective

The 2003 DSCP Worldwide Customer Conference and Food Show was held at the Atlantic City Convention Center in Atlantic City, NJ on October 7th and 8th 2003. It was great to see so many of you in attendance from all over the world. We hope you learned as much from us as we did from you.



Something to look forward to for next year, the **2004** Subsistence Worldwide Customer Conference & Food Show saddles up at the San Antonio Convention Center in San Antonio TX.

The dates are **July 20-21, 2004**. YEEHAH!!!

For further info call the conference hotline at 215-737-5300



On the Street -New Solicitations



A first generation solicitation was issued on October 31, 2003 to provide support to the Air Force, Navy and Coast Guard ships, and U.S. State Department Customers located in Ecuador South America. SP0300-03-R-4034 is scheduled to close on 17 December 2003. There will be a pre-proposal conference for potential vendors on 19 November 2003 in Manta Ecuador. For more information, please contact Dennis Strolle or Gina Vasquez at (215) 737-5349/7530, DSN 444-5349/7530.

PV Awards

Okinawa Award

Contract SP0300-04-D-3076 was awarded to the incumbent PV, Food Services Incorporated, on November 4, 2003. This contract provides full food service support to Okinawa and is the second PV award for the region. Implementation date is February 1, 2004. A cataloging session is planned for December 2nd and 3rd. Customers are welcome to participate and to submit suggested items for inclusion or deletion. Something else to look forward to – FSI is planning a Food Show to be held in Okinawa in early April 2004. For more information, please contact Contracting Officer, Yasmin Dossa at (215) 737-8020, DSN 444-8020, or e-mail yasmin.dossa@dla.mil.

Northeast Region

Reinhart Food Service, Milwaukee Division, Oak Creek Wisconsin, has been awarded a PV contract for full food line distribution for customers located in the Northeast Region. Specific customers covered are the Great Lakes Naval Station, Great Lakes Naval Hospital, Joliet Job Corps Center Joliet Illinois and Blackwell Job Corps Center in Wisconsin. The contract is for one base year with five one-year options. Initial period of performance is November 1, 2003 through October 31, 2004. The estimated yearly dollar value of this award is \$30M. The new contract number is SP0300-04-D-3074.

Reinhart Food Service, Pittsburgh Division, Mt. Pleasant, PA, has been awarded a PV contract for full food distribution for customers located in the Northeast Region. Specific customers covered are Pittsburgh Job Corps Center Pittsburgh PA, Cleveland Job Corps Center Cleveland Ohio. We welcome two new customers to our program who will be covered by this contract: Pittsburgh Air Reserve Station (ARS) Pittsburgh PA, and Youngstown ARS Youngstown Ohio. This contract is for one base year and five one-year options. Initial period of performance is November 1, 2003 through October 31, 2004. The estimated yearly dollar value of this award is \$1.1M. The new contract number is SP0300-04-D-3075.

For more information, please contact Contracting Officer Raymond Jacquette, at (215) 737-5888, DSN 444-5888, or e-mail raymond.jacquette@dla.mil.

Upcoming Food Audits

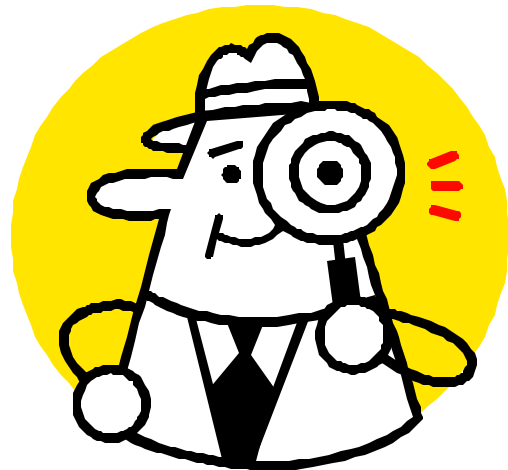
FOOD AUDIT / ARIZONA

Arizona customers/suppliers: The DSCP national food audit on Metropolitan Provisions will have taken place (Nov 19-20, 2003) by the time you read this issue. Invitations were sent to our customers in the Arizona zone, as this event is truly an educational experience. Here's to a positive audit!!

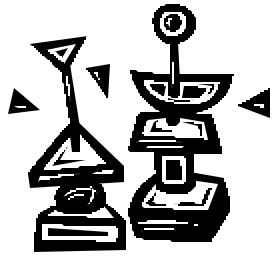
14-15 January 2004

Pacific Region - Prime Vendor Hawaii

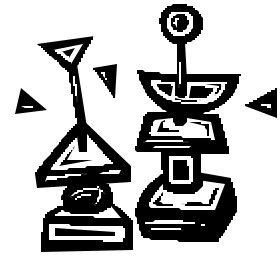
Y.Hata & Co., LTD.
285 Sand Island Access Road
Honolulu, HI .
SPO300-04-D-3050 (Hawaii Ships)
SPO300-04-D-2981 (Land Based Activities)



For more information on Quality Audits, please contact Tony Koprivec (The Quality Guy) on (215) 737-3878, DSN 444-3878, or e-mail Anthony.koprivec@dla.mil.



Food Shows

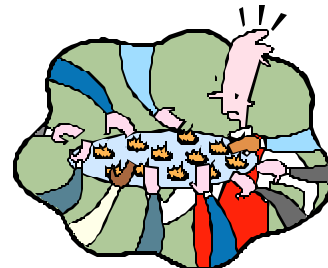


Merchant's Autumn Gold Food Show

The Merchant's Company, Hattiesburg, MS hosts three annual Prime Vendor Food shows during the year. On October 28, 2003, The Merchant's Company hosted the Autumn Gold Food Show at the Silver Star Resort & Casino, located in Philadelphia, MS. Merchant's is the prime vendor for all our customers in the Mississippi and Louisiana area. Susan Budman, Buyer/Account Manager and Juliet Keating-Elmore, Account Manager for the Central Region attended the show. The other two food shows will be sometime in the February through March 2004 timeframe in Biloxi, MS and San Destin, Florida. The Autumn Gold Food Show featured a total of 126 vendors displaying their food items, new products and the latest industry trends. Tremendous savings will be realized both by our customers and the private sector. The estimated Food Show Savings is \$17,000. The Merchant's Company has special pricing guaranteed for up to six-weeks. Actual savings will be calculated by December 15, 2003. For more information, please contact, Susan Budman, Buyer/Account Manager at (215) 737-8324, or Juliet Keating-Elmore, Account Manager at (215) 737-7189.

Arizona Food Show - Contract SP0300-04-D-3007

Metropolitan Provisions located in Phoenix, AZ held their Annual Food Show in Long Beach, CA showcasing many new exciting products. The show took place on Oct. 8 - the same date as the DSCP Worldwide Customer Conference and Food Show in Atlantic City, NJ. Long distance and the Subs. Conference may have prevented your attendance at the Metropolitan Food Show. No need to worry - WE GOT YA COVERED. Orders were placed for the benefit of the Arizona customers to the tune of an estimated \$4,000.00 for the Food Show time period - just in time for your Thanksgiving Shopping. In addition, Mr. Steve Marsiglio (Metropolitan) was on-hand at the DSCP Subsistence Conference/Foodshow just in case you tasted something you'd like to see in the future. For more information, please notify your DSCP Acct. Manager, Mike Piecyk at (215) 737-3666 DSN 444-3666 e-mail mike.piecyk@dla.mil or the Contracting Officer, Maureen Steffani at (215) 737-2915 DSN 444-2915 or e-mail Maureen.steffani@dla.mil.



Focus on Initiatives



New Beverage Initiatives



The Beverage Team of the Central Contracts Branch is expanding its efforts to improve all aspects of Customer Service. We are working hand-in-hand with the Prime Vendor Account Managers to ensure that our Prime Vendor customers are completely satisfied with the level of support they are receiving from DSCP. Some improvements we have recently incorporated into our Program are:

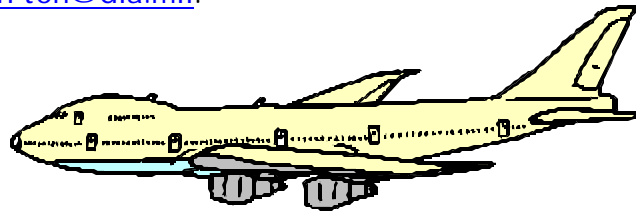
The Bag-in-the-Box contracts with Coca-Cola, Pepsi Cola and Dr. Pepper/7-Up have been added to our website. They can be viewed at <http://www.dscp.dla.mil/subs/beverage/soda/soda.htm>. We have done this so that our customers will have the ability to access these documents in order to answer any questions they might have regarding soda.

Also, we are currently working with our 3 Bag-in-the-Box suppliers to develop a process to guide current or future Prime Vendor customers who are interested in becoming Central Contracts Soda Customers. When finalized, these procedures will also be posted on the Central Contracts website.

In addition, the Beverage Team also negotiates Blanket Purchase Agreements (BPAs) with local bottlers in order to furnish canned and bottled beverages to our Prime Vendor Customers. The bottlers can provide a full line of products, including soda, water, tea and sports drinks. If you are a Prime Vendor customer and would be interested in this program, give Anna Riccardi a call at 215-737-4528 or e-mail her at anna.riccardi@dlamail.mil.

Subsistence Prime Vendor Iraq

SPV Implementation Team has developed a "roll-out" strategy for Subsistence prime Vendor Iraq. Goal is to achieve a desired end state as quickly as possible but to keep the transition from current sources of supply to DSCP's Subsistence Prime Vendor program seamless in terms of customer support. Given that we are already supporting over 50% of the Theater's Class 1 needs and the fact that our SPV, PWC, is building new storage facilities capable of meeting perishable demands, our estimates to roll-out SPV Iraq range from beginning Feb 01, 2004 and completing by May 01, 2004 starting with customers in the most dire need for Class 1. For more information please contact Middle East Chief, Gary Shifton, (215) 737-3675, DSN 444-3675, or e-mail gary.shifton@dla.mil.



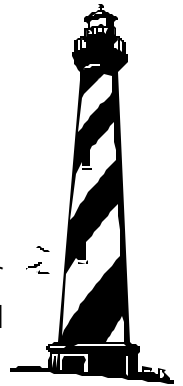
West Region Customer Training / Conferences

In an attempt to be prepared for the BSM implementation, the West Region has vigorously converted our Non-DOD customers that have been utilizing the prime vendors commercial ordering system to the DSCP STORES Web system. Account Managers Ms. Lynda Hines and Ms. Maria Trzcinski conducted face-to-face STORES Web training with the current customers in the Oregon Zone in early November. Wolf Creek Job Corp and Springdale Job Corp Centers, as well as the USCG at Chetco River and Kingsley Field Hospital will all be converted from the FSA commercial ordering system. Along with providing this training, the ladies marketed the Prime Vendor Program to several U.S Coast Guard Units in the area, and an Air Force Reserve Unit that expressed interest in the program during the DSCP World Wide Customer Conference. The ladies have covered hundreds of miles of Oregon via airplane and car travel, going from the northernmost point of the state to the southernmost point, with a few stops in the middle. An additional five (5) new customers are anticipated to come on board the West Region. For more information, please contact Contracting Officer Warren Brown at 215-737-5896, DSN 444-5896, or e-mail warren.brown@dla.mil.

GW Battlegroup – WASP ARG Pre-Deployment Briefing

Members of the P.V. Navy Ships Region attended a briefing for the upcoming deployment of the George Washington/WASP ARG in Norfolk, 7 November 2003. Information was provided to the deployers regarding contract support for the various Prime Vendor zones, (Mediterranean and Gulf). The information included points of contact, ordering protocols and procedures for both Subsistence support and Food Service Equipment support.

Hard copy reference booklets were provided as handouts to the ships' food service representatives. The handouts provide information needed to access Prime Vendor catalogs throughout the deployment. If your ship is included in this deployment and you need Subsistence information, please contact Joan Hewes 215-737-3678, DSN 444-3678, or email joan.hewes@dla.mil.



Y. Hata – Recipe for Success

Military chefs stationed at Wheeler Army Air Field's Wings of Lightning Inn dining facility are enjoying some very special on the job training courtesy of their Prime Vendor, Y. Hata and Co., Hawaii's oldest food distribution company. Y.Hata's corporate executive chef, Ernesto Limcaco, has been donating his time to train the young staff on how to turn everyday meals into a special occasion without raising costs. Already one of the top six dining facilities worldwide and two- time selectee for the army level Philip A. Connelly competition for excellence in food service, Wings of Lightning Inn is benefiting from executive chef Limcaco's passion for experimentation. The facility has been re-inspired in their quest for continual excellence as they learn to enhance and liven up even their everyday meals. For more information, please contact Contracting Officer, Gina Vasquez at (215) 737-7530, DSN 444-7530, or e-mail gina.Vasquez@dla.mil.

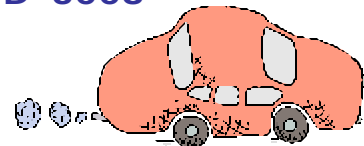
PRIME VENDOR EUROPE (NORTHERN ZONE) FSOS DSTRIUTION AND CATEGORY RE-NEGOTIATIONS



The Prime Vendor Europe Section (Northern Zone) has successfully negotiated a reduction of several of the FSOS Distribution fees, and added additional Categories for Theodor Wille Intertrade's (TWI) FSOS (Food Service Operating Supplies), which all Northern Zone FSOS customers should now see when ordering through their FSOS catalog. Under the bilaterally reached modification to the contract, three FSOS categories were deleted and replaced by seven new categories.

With the additional categories and lower distribution fees added to TWI's FSOS catalog, the Northern Zone customers should now see significant FSOS price reductions, which will meet both their FSOS ordering needs and their budget constraints. For more information please contact Contract Specialist Ginny Barnwell at (215) 737-2977, DSN 444-2977 or E-mail ginny.barnwell@dla.mil

Customer Conferences/Visits to El Paso, Texas and the State of New Mexico Contract SP0300-04-D-3008



Maureen Steffani, Contracting Officer and Wanda Kinsey, Account Manager mapped their course and tracked off towards the Western Region to pay visits and make face-to-face contact with the people they service on a daily basis. They visited the customers at the Ft. Bliss Dining Facilities and TISA, Immigration Customs Enforcement, David Carrasco Job Corps Center, Roswell Job Corps Center, Holloman AFB Dining Facilities and Child Development Centers, as well as the Bread and Milk Vendors: Farmers Dairy, and Sara Lee. Plans to visit the balance of customers residing in the New Mexico area are set for the April - June timeframe. Many objectives were met and problems resolved as a result of the personal attention that can only be achieved via face-to-face communications. Contractor Performance on prime vendor, market ready, Coca-Cola, and Produce contracts was discussed, as

well as system and invoice issues. DSCP good news, helpful hints and news via the Main Course were also relayed. In addition, Market Ready Vendors were visited, wherein we were able to bridge communication gaps between customers and suppliers and suppliers with DSCP and even customers and DFAS.

All in all, the customers were delighted to receive the personal attention and we were delighted to meet all the faces behind the voices. All customers are presently set up and utilizing STORES WEB. One of the many highlights of the trip was the visit with a POTENTIAL NEW CUSTOMER, who appeared to be very impressed with the PV program and motivated towards enacting initiation. We thank all those customers and vendors that participated and were so very hospitable. We look forward to reaching out to the remainder of customers on our next tour. For more information, please contact Wanda I. Kinsey, (215) 737-3871 DSN 444-3871 e-mail wanda.Kinsey@dla.mil and Maureen Steffani, Contracting Officer (215) 737-2915 DSN 444-3871 or e-mail Maureen.steffani@dla.mil.

STORES WEB NEWS: The DSCP Account Managers handling the New Mexico and Ft. Bliss zone, the Arizona zone and the Nellis AFB zones have received raving reviews from their customers on the STORES WEB system. Reports indicate that the system is user- friendly, accurate and helps our customers move through their daily tasks with ease. We thank you all for your positive feedback!!!



NAPA Update



The total Napa (National Allowance Pricing Agreement) savings for DSCP customers for calendar 2003 year to date is **\$20,000,000**. Make sure to watch for the February 04 Main Course when we will give you the final total 2003 savings.

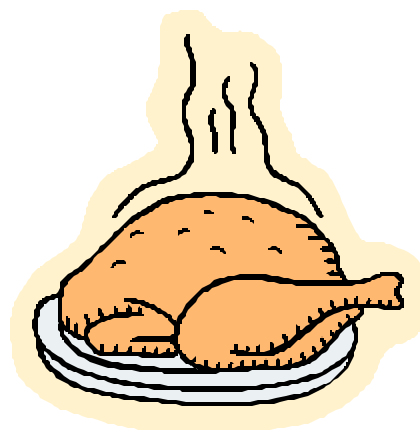
For more information, please contact Ed Lees (215) 737-9238, or e-mail edward.lees@dla.mil.

This Month's NAPA Recipe is courtesy of McCormick

Savory Roasted Turkey

Ingredients:

- 1 tablespoon McCormick® Italian Seasoning
- 2 teaspoons McCormick® Season-All® Seasoned Salt
- 1 teaspoon McCormick® Ground Mustard
- 1 teaspoon McCormick® Garlic Powder
- 1/2 teaspoon McCormick® Ground Black Pepper
- 1 (about 12 pounds) turkey, fresh or frozen, thawed
- 2 McCormick® Bay Leaves
- 2 stalks celery
- 1 onion, quartered
- 1 small orange, quartered
- 1 tablespoon olive oil



Directions:

1. Preheat oven to 325°F. Combine first 5 ingredients; set aside. Wash turkey and remove neck and giblets. Place turkey breast side up on a rack in shallow roasting pan. Sprinkle 2 teaspoons of seasoning mixture inside the turkey. Stuff bay leaves, celery stalks, onion and orange inside turkey. Brush oil over entire surface of turkey, and spread remaining seasoning mixture over surface. Place in oven.
2. Roast about 3 1/2 hours. Baste turkey several times with pan juices. After 2 hours, loosely tent with foil. Remove foil during the last 30 minutes of cooking. Turkey is done when internal temperature reaches 180°F in thigh and 170°F in the breast when tested with a meat thermometer.
3. Remove turkey from oven. Let stand 15 minutes. Transfer to platter or carving board.



DSCP HAPPENINGS

Promotion: LTJG Craig Mihalik currently assigned to the Prime Vendor Navy Ships Region was promoted to LT on 6 Nov. Craig is currently involved in attending training to achieve his DAWIA Contracting certification. Between scheduled classes he has been receiving “hands on” contracting buying experience, through learning pricing mechanisms on in-house buys, invoking option periods on ship's region contracts and currently performing the buying “cradle to grave” process on a Market Ready contract. Lt. Mihalik also is a member of the DSCP/Navy BP-28 Focus Group working to transfer the ownership of Subsistence product aboard Cargo ships to DLA. Congratulations, Craig, “the first is the worst, the others will come easy!”

Junior Employee of the Month for November 2003: Melvina Pressley-John, Commodity Logistics Specialist, GS-11, HFVM, is our November employee of the month. As Account Manager in the Food Service Business Unit Prime Vendor Central Region, Melvina Pressley-John has single handedly reversed the relationship between the DSCP, her prime vendors and her customers, making each and every concern her own. She keeps work flowing smoothly, meets all of her many deadlines and suspenses. Melvina has received praise from both internal and external customers, and she has done so well that she was given an additional, larger account, still receiving praise for her continually high-quality work. In addition, Melvina has been a positive influence on junior-level employees, encouraging and guiding them in a positive direction, and serving as an unofficial mentor. She willingly performs every assignment above and beyond her normal work, always doing her best and helping all of her co-workers wherever they need assistance.

Subsistence's "Fruit Cup" Trophy Goes to the "Produce Vendor Invoice

Videotape" Team: Members: Denise Esposito, Andrea Ingargiola, Teresa Jimenez, Jack Rebok, Patricia Romeo, and Patricia Scott. This award goes to the "Produce Vendor Invoice Videotape" Team for their outstanding job producing a high quality training videotape for the produce vendors that teaches them how to do electronic invoicing through STORES. These employees, above and beyond their normal duties, engaged in extensive coordination with DLA HQ, DSCP Operations, Subsistence Produce Business Unit and field personnel, and private contractors to ensure that the entire process was accomplished in only one month and with no blueprint to guide them. The Team interviewed vendors, worked closely with the Produce staff, and put the finest quality into all necessary elements, i.e., the script, the dry run, and visits to the Produce Buying Office (PBO) Philadelphia. The videotape was released in July 2003. The accomplishment of this project helped employees to partner well with each other in a spirit of cooperation to unite our vendors and DSO/PBO employees as "one team." This project not only gives Produce vendors a better understanding of the electronic invoicing process, it expanded the team members' knowledge of the business of Subsistence, enhanced business relationships with Produce vendors, and gave them the opportunity to foster team work and become role models for the Subsistence organization. Congratulations for a job well done!

To provide feedback or input for our next newsletter, please e-mail the Editor, at maryann.dimeo@dla.mil.

Food Service Managers:

Food Service Chief - Jim Haverstick (215) 737-2904, DSN 444-2904, e-mail jim.haverstick@dla.mil.

Command Food Advisor - Chief, CW5 Richard Goodman (215) 737-4291, DSN-444-4291, e-mail richard.goodman@dla.mil.

CONUS Chief - Thomas Lydon (215) 737-2999, DSN 444-2999, e-mail thomas.lydon@dla.mil

Northeast Chief - Nicholas McGinty (215) 737-8766, DSN 444-8766, nicholas.mcginity@dla.mil.

Southeast Chief - Lillian Gardner (215) 737-9231, DSN 444-9231, e-mail lillian.gardner@dla.mil.

Central Chief - Margaret Zizas (215) 737-8766, DSN 444-8766, e-mail margaret.zizas@dla.mil

West Chief - Barbara Jordan (215) 737-7542, DSN 444-7542, e-mail Barbara.I.Jordan@dla.mil.

NAPA Chief - John E. Steenberge (215) 737-3661, DSN 444-3661, john.steenberge@dla.mil

OCONUS Chief - Gordon Ferguson (215) 737-3621, DSN 444-3621, e-mail gordon.ferguson@dla.mil

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william.mcclenahan@dla.mil

Middle East Chief - Gary Shifton (215) 737-3675, DSN 444 - 3675, e-mail gary.shifton@dla.mil

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jim.skedzielewski@dla.mil.

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lenore.giorgianni@dla.mil

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For more information, check out the Foodservice Web site
<http://www.dsccp.dla.mil/subs/pvendor.htm>.